

Fast50

A win-win for partner Gimv

Growing companies. That's the central idea underlying the activities of Gimv Technology. Happy to team up with Deloitte as a partner of the Deloitte Technology Fast50, Gimv sees the competition as a win-win for both growing companies and sponsoring partners.



Gimv

Good company for companies

For companies in future-oriented sectors like the technology industry, venture capital is of major importance. On the other side, Gimv Technology is always looking for promising firms that need financing to develop and market groundbreaking products and technologies, realise international ambitions, or expand activities. The Deloitte Technology Fast50 competition brings together both parties in a logical way.

To provide optimal support to companies in fast-evolving sectors, Gimv challenges the short- and long-term perspectives that investment companies adopt. Gimv selects investees on the basis of a thorough assessment covering several areas. These include the strengths and vision of the management team, the potential of the technologies and products, and the needs the innovative products and services are expected to fill. In a way, the Fast50 competition nicely simulates this process.

Gimv is quite specific about the types of companies it invests in. As it operates at a European level, it needs to specialise in order to be competitive. So it focuses on a number of key areas where it can build up real expertise and market knowledge: telecom, software, electronics and Internet. But its actual investment strategy is informed by a much deeper analysis of technology sector growth drivers, supported by an international panel of experts and entrepreneurs.

Picking winners means understanding where the updraft is and seeing where the current growth drivers are.

More than capital

Fast50 candidates might want to collaborate with a venture capitalist because they need financial means and specialist expertise in their markets. As such, Gimv is committed to providing more than just capital. Its investment managers and financial analysts also invest their expertise, operating experience and know-how. These have already proven to be tremendous assets to Gimv's portfolio of technology companies. Investment managers can serve on the board, help produce sound business plans and develop and align strategies for growth and expansion. Gimv takes its role of venture capital provider one step further as a reliable business partner in every sense of the word.

In its continual search for the best investment opportunities across Europe, it is quite useful for Gimv to establish early relationships with bright sparks, such as the Deloitte Technology Fast50 participants. Sponsoring Fast50 puts Gimv in a position to talk to promising companies and possibly step in when the time is right. Even if this time never comes, Gimv Technology has still gained a useful sparring partner to help deepen its knowledge of the market.

About Gimv Technology

Gimv Technology currently manages a portfolio of approximately 25 companies, helping them turn smart ideas into successful businesses. Over the past few years the Gimv approach has proven its worth for companies such as Telenet, Option, Filepool, Metris, Maximiles and many others. Gimv not only offers financial support, but also helps its portfolio companies develop strategic relationships, encouraging growth and expansion and guiding them through various financing rounds. Investee companies can rely on Gimv's network of technology entrepreneurs, industry experts and international venture capitalists, who can help them accelerate their growth.

Steven Coppens, Partner Technology

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